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AGRICULTURAL COOPERATION

LEGAL, ECONOMIC, AND ORGANIZATION INFORMATION COLLECTED BY THE BUREAU OF AGRICULTURAL ECONOMICS,
UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

June 18, 1923.

Vol. I, No. 13.

ECONOMIC INFORMATION FOR COOPERATIVE ORGANIZATIONS

The growth of cooperative organizations has created a demand for more comprehensive information dealing with the facts of production, distribution and consumption. It is upon these facts that officers, managers and members of cooperative organizations must base their plans and policies. A cooperative organization encounters some problems which do not confront the producer. While the producer must decide upon the scale of production, in the market in which he sells he is limited by location and individual circumstances, so that it is not difficult usually for him to supply the answer to this question. A cooperative association which deals with a larger quantity of products, and which has, also, a wider range of choice as to time and place of sale, must consider many facts which the individual producer may ignore without serious effect upon his returns. It becomes necessary, therefore, that a cooperative association have not only the usual market information and a general knowledge of price trends, supply, demand, stocks, movement, etc., but also trading information which shows the trends and policies of other cooperatives, private traders, and foreign markets. While local market news agencies may be entirely adequate for the individual farmer, cooperative organizations need much more extensive and detailed facts.

Large cooperative organizations with adequate resources can, and must in most instances, build up their own information offices to collect and analyze facts relating to the products which they are handling. There are thousands of smaller cooperative organizations, however, which cannot maintain such offices, and for these the economic information gathered and prepared by the various departments of the Government is particularly valuable. While information is not available at the present time on all subjects in which cooperative associations are interested, the service is being extended rapidly. The cooperative manager may make connections with Government departments which will furnish a stream of information that will keep him fully informed as to the current situation.

Information available for cooperative organizations may be divided roughly into the following classes: 1. Production information; 2. Distribution information in (a) trade channels, and (b) storage; 3. Consumption information, (a) domestic, (b) foreign; 4. Prices and price trends; 5. General economic influences which affect production, distribution and consumption.

Production information concerning agricultural products in a raw state is provided generally by the Department of Agriculture, while information regarding the manufacture of agricultural products is furnished by the Department of Agriculture and other government departments. This class of information includes the crop estimates and reports of production issued frequently, such as reports concerning dairy products, sugar, woollens, cotton goods, etc. While there is a distinction between the primary production of raw farm products and the manufacture of products which are one step removed from the farm, the consumers' market considers both as forms of production. Every cooperative manager, therefore, should keep up-to-date files of this information, constantly available, charted and tabulated, so that the current situation is constantly presented to him in an accessible form.

Distribution information comes from widely separated sources. It must be assembled quickly in order to be of value in estimating the influence of various forces upon prices. Production influences prices, as does, also, the location of commodities in the channels of trade. These factors may operate independently or jointly. The manager of a cooperative selling organization must know at all times not only the total production of the products which he sells and competing products, but also the location of the various quantities with respect to the consuming markets. He must know the quantities held at point of production, the quantities in transit, in storage, in the hands of the wholesalers and the retail trade. With these factors clearly in mind he is in a position to market intelligently.

Information concerning consumption, as represented by the rate at which products are passing into the hands of the retail trade, is now being collected by the Bureau of Agricultural Economics.

Price information is already available for many products. It is this kind of information which has been most generally collected and distributed by commercial agencies. More attention has probably been given to current prices than to price trends. While current prices are important, price factors need to be arranged in a form that will show clearly tendencies over long periods and the influences that have caused the changes. Agencies for distributing current prices are well developed, but the manager of a cooperative selling organization must develop, on his own initiative, methods of keeping price trends clearly outlined. It is to aid the managers of cooperative associations and others in studying and analyzing long-time price movements that the Department of Agriculture gathers and disseminates economic information.

These various classes of market information are distributed through (1) the press, (2) the market news service by telegraph and radio, and (3) through Department publications. The first two operate most rapidly, and the wide-awake, cooperative manager provides himself with newspapers which handle material of this character, as well as facilities for receiving telegraphic and radio news distributed by the Department of Agriculture. He undoubtedly is in close touch with the nearest office of the Bureau of Agricultural Economics and avails himself of the various kinds of information there obtainable.

The Department publications dealing with market news and economic facts, while not available so promptly as the telegraphic market news, are to be had at regular intervals. The kind and character of information contained in each publication needs to be fully understood in order that the information may be quickly considered in its proper relation to the business of a particular cooperative organization. The principal publication of the Department is "Weather, Crops and Markets," issued weekly. This provides permanent record of many facts regarding production, movement, and prices of commodities. However, those cooperatives which are concerned with products moving in international trade need to add the weekly report on "Foreign Crops and Markets." Numerous special reports on foreign conditions are also available from time to time.

The facilities of the Bureau of Agricultural Economics for disseminating information will be greatly increased after July 1, by the extension of the leased wire and radio systems. The principal markets from Boston on the east to San Francisco on the west and Austin, Texas, on the south, will be connected and each day vast quantities of market information will be collected and distributed. The leased wire will be supplemented by 85 radio stations, each distributing market information.

From the various market offices of the Department, approximately 25,000 daily mimeographed reports are issued by mail to individuals. This service is in addition to the distribution through newspapers and the trade press which reach several million producers each month. While most of the market information is available to anyone from the nearest office, the Department of Agriculture is prepared to render special service to cooperatives handling special products when information can be furnished without undue expense. As considerable data which are useful in analyzing market situations are not immediately distributed, association officers having special problems should not hesitate to communicate with the Department in regard to special and supplemental information.

J. Clyde Marquis.

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WOOL FROM RANGE STATES TO BE POOLED

Pledges for delivery of 1,700,000 fleeces for the 1923 wool pool have been received by the National Wool and Storage Co., Chicago. Of this number Montana has pledged 955,322 fleeces; Wyoming, 430,000; South Dakota, 180,000; and Utah, 97,000; totaling approximately 13,844,000 pounds.

MEMBER OF ASSOCIATION HAS RIGHT TO INSPECT ITS BOOKS

At common law and in the absence of a statute dealing with the matter, a member or stockholder of a corporation or association has the right to inspect its books and records at proper and reasonable times. Re Steinway 159 N.Y. 280, 45 L. R.A. 461. Owing to the interest of a stockholder or member of an association in its business, it is apparent that he should have the right to ascertain how the affairs of the corporation are being conducted and whether the money he has furnished is being prudently and properly employed.

In case of the refusal of the officers of a corporation to allow a shareholder or member to examine its books, the proper remedy at common law to compel them to allow such examination is mandamus. It is possible that the rules and by-laws of an association may deal with this matter. It is believed that a by-law which should attempt to prohibit a member from examining its books at appropriate times and for proper purposes would be held invalid on the ground that it was contrary to public policy. However, some limitations on the right of a stockholder or member of an association to examine its books could undoubtedly be imposed through suitable by-laws. The statutes of many of the States contain provisions with reference to this general matter. White vs. Manter (Maine) 84 Atl. 940, 12 L.R.A. (N.S.) 332.

The rule in question is a fundamental one and is necessary in order that the rights of stockholders or members of associations may be properly safeguarded.

L. S. Hulbert.

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OKLAHOMA WHEAT GROWERS HOPE TO CONTROL ONE MILLION ACRES

Control of one million acres of the 1923 wheat crop is anticipated by the officials of the Oklahoma Wheat Growers' Association, Enid. Nearly 850,000 acres are now under contract.

Three and one-quarter million bushels of the 1922 crop was handled by the Association and members have already received 85¢ per bushel on the basis of No. 1 wheat, with the final payment still to come.

The board of directors, chosen each year to work out plans for carrying on the business of the association, is made up of ten wheat farmers who are members of the association, and an eleventh member, selected by the President of the State Board of Agriculture, to represent the public at large.

Wheat of the association is being handled by more than 180 elevators in the State. Fifteen of these are owned and operated by members of local organizations. A 500,000-bushel terminal at Fort Worth, Texas, is operated by the association under lease, and plans are under way for a terminal of the same size in Oklahoma. Two cargoes of the pooled wheat were consigned direct to a buyer in Genoa, Italy, and four cargoes went direct to Antwerp, Belgium.

MOST GRAIN MARKETING ASSOCIATIONS ARE INCORPORATED

Reports from 2,228 Farmers' grain-marketing associations have been compiled by the United States Department of Agriculture. The figures indicate that over 93% of the associations are incorporated, over 97% have capital stock, over 85% pay dividends on capital stock, over 71% pay patronage dividends, and over 53% have a membership consisting entirely of agricultural producers.

Of the total number of associations reporting, 63% were in the seven West North Central States, Minnesota, Iowa, Missouri, North Dakota, South Dakota, Nebraska and Kansas. Twenty-five per cent were in the five East North Central States, Ohio, Indiana, Illinois, Michigan and Wisconsin.

The detailed figures for the United States and the four geographic divisions in which the larger numbers of grain marketing associations are located, are as follows:

<u>Associations Incorporated</u>			
Geographic Division	Number Reporting	Number Incorporated	Per Cent Incorporated
United States	2,214	2,104	95.0
West North Central	1,405	1,333	95.0
East North Central	555	549	98.9
Mountain	103	105	97.2
Pacific	51	49	96.1

<u>Associations with Capital Stock</u>			
Geographic Division	Number Reporting	Number with Capital Stock	Per Cent with Capital Stock
United States	2,210	2,155	97.5
West North Central	1,405	1,395	99.3
East North Central	555	530	95.5
Mountain	107	99	92.5
Pacific	51	54	74.5

<u>Associations Paying Dividends on Capital Stock</u>			
Geographic Division	Number Reporting	Number Paying Dividends	Per Cent Paying Dividends
United States	2,100	1,307	62.3
West North Central	1,405	1,196	85.1
East North Central	512	422	82.4
Mountain	103	79	76.7
Pacific	48	35	72.9

Associations Paying Patronage Dividends

Geographic Division	Number Reporting	Number Paying Patronage Dividends	Per Cent Paying Patronage Dividends
United States	2,123	1,522	71.7
West North Central	1,354	1,003	74.1
East North Central	529	345	65.2
Mountain	101	75	74.5
Pacific	46	23	50.0

Associations Consisting of Producers Only

Geographic Division	Number Reporting	Number Having Producers Only	Per Cent Having Producers Only
United States	2,196	1,235	53.5
West North Central	1,395	838	60.1
East North Central	549	279	50.8
Mountain	107	78	72.9
Pacific	50	33	66.0

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NUMBER ONE CHEESE BRINGS ABOUT TWO CENTS MORE THAN NUMBER TWO

Improvement in quality of product is being urged by the Wisconsin Cheese Producers' Federation, Plymouth, Wis., in order that all the output may be brought up to the No. 1 grade, on which the price is about two cents a pound more than on the No. 2 grade. About 4,500,000 pounds graded No. 2 in 1922. Bringing this quantity up to No. 1 grade would result in an increase to the producers of nearly \$100,000 besides aiding in establishing a reputation for Federation cheese. In order that this may be accomplished a bulletin poster has been issued urging each farmer to constitute himself a committee of one to see that his milk arrives at the factory in the best possible condition. Specific instructions are given regarding care of cans, cleanliness in milking, and care in cooling and handling of milk.

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NEW YORK SEED GROWERS TO COOPERATE

Seed growers of New York State have recently completed an organization to be known as the New York Improvement Cooperative Association, Inc., the purpose of which is to direct and supervise the production of farm-crop seeds of high quality. The new association plans to develop the use of better seeds, to introduce and test better strains of seeds, to adopt standards of excellence for all seeds, to secure official inspection and certification, and to adopt uniform marks for certified seeds.

AMERICAN CRANBERRY EXCHANGE ISSUES ANNUAL REPORT

The annual report of the General Manager of the American Cranberry Exchange, New York and Chicago, for the crop season of 1922, shows that the total number of barrels of cranberries handled was 373,315, as compared with 244,771 in 1921, 222,474 in 1920, and 331,032 in 1919. The percentage of the total crop handled by the Exchange for the past four seasons was 66% in 1922, 66% in 1921, 64% in 1920, and 53.5% in 1919.

Total sales through the Exchange in 1922 amounted to \$5,858,196. Expenses amounted to \$169,173, including the following items: Overhead expense, \$105,592; general expense, \$57,790; travel, \$5,615; office employees (New York and Chicago), \$16,406; bad accounts, \$5,763. As the sum of \$196,335 had been reserved for expenses, there remained \$27,161 to be refunded to the member companies in proportion to their sales. The ratio of expenses for 1922 and 1921 is shown by the following table, taken from the report:

	<u>Ratio 1922</u>	<u>Ratio 1921</u>
Overhead Expenses (Managers' and salesmen's salaries, brokerage, commissions, etc.)	2.737%	2.007%
Office Employees391	.339
Telephone and Telegraph251	.205
General Expense373	.342
Bad Debts098	.042
	<u>4.350</u>	<u>4.035</u>

Advertising of cranberries to increase consumption was begun locally in Chicago in 1916 as a test. National advertising was begun in 1917 in a few magazines, since which time it has been carried on consistently, and each year seems to show a cumulative effect therefrom. The amounts expended for advertising during the several years are as follows:

1916	\$22,940	1920	77,937
1917	14,911	1921	73,503
1918	54,193	1922	<u>172,773</u>
1919	122,697	Total	548,024

The American Cranberry Exchange is the selling agency for three associations and certain other growers. The member associations are the New England Cranberry Sales Co., Middleboro, Mass., the Growers' Cranberry Co., Philadelphia, Pa., and the Wisconsin Cranberry Sales Co., Wisconsin Rapids, Wis. Of the 1922 crop the Exchange handled the following quantities for the different producing sections:

Massachusetts	193,343	Barrels
New Jersey	150,753	"
Wisconsin	46,645	"
Long Island	<u>2,569</u>	"
Total	373,315	

Data concerning the different crops since 1909 are given below:

Year	Total Crop	Per Cent of Total Shipped by Exchange	Average Price Cranberry Exchange (Per Bbl.)	Expense of Exchange *
	(Barrels)			
1909	568,000		\$5.15	
1910	544,000		5.63	
1911	446,000		----	
1912	457,000		----	
1913	470,000		----	
1914	633,000		3.97	
1915	454,000		----	
1916	545,000		6.50	
1917	276,000	56.0	10.40	
1918	352,000	59.6	3.80	
1919	362,000	59.5	7.86	4.702
1920	440,000	64.0	10.39	4.59
1921	371,000	66.0	13.54	4.085
1922	565,000	65.0	10.33	4.35

*Per cent of selling price at shipping point.

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PEANUT GROWERS DEVELOP PLANS FOR CURRENT YEAR

Twenty-one directors of the Peanut Growers' Association, Inc., Norfolk, Va., were elected at 25 county elections held April 25. These directors met on May 13 and organized by the election of officers. At the same time three special committees were appointed by the board of directors for the purpose of developing certain phases of the marketing program. These committees are: Plants and Production, Affiliation with the Georgia Peanut Growers' Association, and Field Service. The last named committee, it is expected, will develop local units within the county units and make these local units channels of communication between the management of the association and the membership.

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NEW PRODUCERS' COMMISSION ASSOCIATION IN CLEVELAND

The Producers' Cooperative Commission Association, Cleveland, Ohio, which opened its doors for business on May 15, reports a steady increase in business, with 16 cars of stock handled on May 31. The association is incorporated and is financed by a loan from each one of the live-stock companies patronizing that market. These loans are made without interest and the dividends will be used to pay off the obligations. The company issued its first market letter on May 30, a mimeographed sheet giving a summary of the market conditions for the two weeks of operation.

COOPERATIVE SOCIETIES INCREASING IN GERMANY

Statistics issued by the Prussian Central Cooperative Bank show a net increase of 2,403 cooperative societies in Germany in 1922, as against 3,311 in 1921, and 4,006 in 1920. Industrial societies show a considerable decrease, while the number of agricultural societies of all types increased considerably and have thus strengthened their leading position in the cooperative movement in Germany.

Dissolutions of the distributive societies were largely due to amalgamation. The report contains the statement that "the comparatively large number of new societies is not a matter of satisfaction in view of the economic position, for in many cases they represent societies with little vitality which tend to weaken rather than to strengthen the movement."

The figures given are as follows:

Type of Society	: New : Societies : : Societies Dissolved :	: Societies : : (1922) : : (1922) :	: Total : (1922): : (1921)
Credit Societies	: 561 :	: 196 :	: 20,312: 20,447
Industrial Raw Material Societies	: 144 :	: 162 :	: 2,160: 2,178
Agricultural Raw Material Societies	: 442 :	: 60 :	: 4,389: 4,007
Societies for Purchase of Goods	: 200 :	: 152 :	: 1,377: 1,329
Industrial Work Societies	: 26 :	: 36 :	: 371: 381
Agricultural Work Societies	: 1,374 :	: 201 :	: 6,457: 5,284
Societies for Purchase of Machinery and Implements	: 2 :	: --- :	: 23: 21
Industrial Societies for Renting of Shops	: 9 :	: 13 :	: 138: 142
Agricultural Societies for Renting of Shops	: 125 :	: 73 :	: 975: 923
Industrial Raw Material Societies and Societies for Renting Shops	: 14 :	: 37 :	: 335: 358
Agricultural Raw Material Societies and Societies for Renting Shops	: 2 :	: 1 :	: 45: 44
Industrial Productive Societies	: 81 :	: 172 :	: 1,211: 1,302
Agricultural Productive Societies	: 133 :	: 72 :	: 3,886: 3,825
Cattle-rearing and Pasture Societies	: 135 :	: 48 :	: 913: 826
Distributive Societies	: 200 :	: 144 :	: 2,492: 2,436
Housing and Building Societies	: 354 :	: 156 :	: 3,476: 3,278
Clubs	: 42 :	: 6 :	: 36: ---
Other Societies	: 183 :	: 95 :	: 925: 837
Central Federations	: 4,027 :	: 1,624 :	: 50,021: 47,618
	: 10 :	: 7 :	: 151: 148
Total	: 4,037 :	: 1,631 :	: 50,172: 47,766

SHIPPING DEPARTMENT ESTABLISHED BY IRISH COOPERATIVE

The enterprising Templecrone Cooperative Society, Limited, Dungloe, County Donegal, Ireland, has established a shipping department, acquired a cargo steamboat, and is making direct trips between Dungloe and Liverpool, carrying goods to and from Donegal ports if reasonable cargoes are offered. The Templecrone Cooperative Society was organized in 1906 with 14 members and a share capital of about five pounds, and has "fought its way to a place in the sun through a jungle of truck, gombeen, usury and tied trade, so that in 1922 the multifarious activities of hosiery factory, agricultural business, sale of eggs and domestic requirements, came to ninety-six thousand pounds." Dungloe is located in the remote northwest of County Donegal, three miles from the end of the railway system, "in a country where the bones of the earth stick through its starved skin every few yards." A large crowd assembled from the surrounding country to witness the arrival of the first vessel larger than a fisherman's little boat ever to come into the inlet.

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IRISH SOCIETY REPORTS SUCCESSFUL YEAR'S WORK

A statement of the Lee Strand Cooperative Creamery, Kerry, Ireland, shows that during the year 1922, 556,943 gallons of milk were received and 243,063 pounds of butter made, the average being one pound of butter from 2.29 gallons of milk. The average price paid for milk was 7.37 d. per gallon, and the average price received for butter was 22.52 d. Sales for the year totaled £24,008; including £20,322 for butter, £781 for milk, £23 for cans, and £2,881 for agricultural requirements. Net profits for the year were £461, and the surplus of assets over liabilities amounts to £1,709. The management feels that the creamery is to be congratulated on coming through a difficult year with such a satisfactory balance sheet.

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LIST OF HOUSE ORGANS OF COOPERATIVE ASSOCIATIONS ISSUED

"A Tentative List of House Organs Published by or for Farmers' Business Organizations" has been compiled by the Bureau of Agricultural Economics and issued in mimeographed form. The latest revision, dated June 1, 1923, contains 64 entries, classified by commodities. The number of periodicals listed under each commodity is as follows. Beans, 2; cotton, 9; dairy products, 13; fruit, 9; grain 6; live stock, 3; nuts, 2; peanuts, 2; potatoes, 3; poultry, 3; rice, 1; tobacco, 3; miscellaneous, 3.

COOPERATIVE SLAUGHTER HOUSES RECOMMENDED IN FRANCE

The French Minister of Agriculture, M. Cheron, in a recent circular addressed to the chiefs of the administrative departments, recommends the establishment of cooperative slaughter houses and butcher shops, with a view to eliminating the excessive prices charged by middlemen. Direct sale to the public is advocated as the only rational means of assuring to producers adequate remuneration for their labor. Repeated attempts in the past by consumers to establish cooperative slaughter houses have met with opposition of retail dealers and have not always secured the collaboration of agriculturists. Retail cooperative butcher shops are also authorized in the circular, these to be the property of producers, or administered in common with consumers.

Another provision of the circular deals with the "law of agricultural credit," which provides for long-time loans at a rate of interest as low as 2%. The benefits of this law, which have hitherto been limited to agricultural producers, are now extended to other persons, and to communes in particular.

Consumers' societies are urged to cooperate with agricultural societies in carrying out the recommendations of the Ministry of Agriculture.

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MADRAS COOPERATIVES PLANNING AN EDUCATIONAL PROGRAM

A circular on Cooperative Education, issued by the Madras Provincial Cooperative Union, Ltd., Royapettah, India, under date of April 28, 1923, contains the information that in the Madras Presidency there are 6,206 agricultural credit societies, 75 agricultural trading unions, and 8 agricultural production societies. These rural societies are grouped into 209 local federations, whose main functions are educational and supervisory. Urban cooperatives include 694 banks, 125 stores and 27 production and sale societies. There are also 33 financing banks in the Presidency, which finance these societies.

Plans are being developed by the Union for an educational program to include the training of officers for rural credit societies, urban banks and production societies; managers for banks and for wholesale and retail societies; experts to teach and demonstrate agricultural cooperation; accountants and auditors, and organizers.

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MAINE POTATOES GROWERS SELECT OFFICERS

Announcement is made by the Maine Potato Growers' Exchange, Caribou, Me., that its organization is completed and Andrew J. Beck, of Washburn, has been selected as general manager. The full list of officers, directors and executive committee has been selected and an active business program is being planned.

OVERHEAD GRAIN-SELLING ORGANIZATION PROPOSED

Officers of the U. S. Grain Growers' Sales Company of Minneapolis, report that they are working upon plans for making the company the selling agency in Minneapolis and Duluth markets for the farmers' grain elevators of the North Central States, particularly the Dakotas and Minnesota. It is proposed that the stock of the company shall be held by the elevators at the local shipping points, and the number of shares held by each shall be in proportion to the amount of grain handled. Each local elevator shall have one vote, and but one, in the company. The board of directors elected by the votes of the local elevators shall conduct the business of the company. It is hoped that in the near future the returns from the sale of capital stock will be sufficient to permit the erection of terminal elevators in Minneapolis and Duluth, that the company may be prepared to receive and handle promptly the grain forwarded from the local elevators.

Each local elevator, in addition to taking shares of capital stock in the Minneapolis company, is expected to take one share in an overhead company which is to be formed to serve the entire Mississippi Valley grain-producing region. The funds contributed toward the creation of the overhead association will be held in trust by the Minneapolis company until similar companies are established in the other grain-marketing cities and the time is ripe for the creation of the overhead organization which will correlate the activities of the sales companies in the various terminal markets.

The officers of the Minneapolis company expect that a U. S. Grain Growers' Sales Company of Chicago, of Kansas City, of Milwaukee, etc., will be formed in the near future.

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HONEY-MARKETING ASSOCIATION TO DEVELOP HOME MARKETS

Organization of the Empire State Honey Marketing Cooperative Association, Inc., Syracuse, N. Y., was effected in 1922 after four years' educational work with the beekeepers of the State. Twenty-two county or regional associations were formed first, many of them the outgrowth of old beekeepers' societies which had been long in existence. The purpose of these associations was the purchase of supplies and the holding of frequent meetings for educational purposes. These locals later formed a federation known as the Empire State Federation of Beekeepers' Cooperative Associations, which served as a means of bringing together the beekeepers of the State, and of disseminating information. With the organization of the Empire State Honey Marketing Association, Inc., in 1922, a marketing plan was worked out which included the delivery of all honey to the association, but difficulties regarding blending, and the lack of well-defined grades and standards for honey, prevented the marketing association from functioning. This season efforts are being made to carry out a plan whereby as much honey as possible shall be sold at the point of production, for local consumption, and only the surplus shall be moved to more distant points.

TENTATIVE PLANS FOR EGG-MARKETING ASSOCIATIONS IN MINNESOTA

Following up the survey of egg-marketing conditions, made in February, by the Minnesota Cooperative Creameries Association, St. Paul, a committee of the association has outlined a tentative plan for the systematic marketing of eggs and poultry, and has prepared articles of incorporation, by-laws, form of contract, suggested grades, and suggested steps for organization. Plans provide for the organization of egg and poultry-marketing associations with local collecting units in the counties. Creameries may be used as collecting units or they may function as associations in the State organization. Eggs will be assembled at central points for grading, packing and shipping. Pooling will be by calendar weeks, and returns will be made monthly to members according to grade of eggs or poultry produced, less expenses of handling and selling. In order to secure a working reserve fund, a deduction may be made which shall not exceed one cent per dozen on eggs or one cent per pound on poultry. Provision is made for liquidated damages of five cents per dozen eggs, one dollar per dozen chickens, and three dollars per dozen for other domestic fowl, in case of breach of contract.

Federation of egg and poultry units into a State egg and poultry association is recommended as soon as feasible. It is proposed that the services of the Minnesota Cooperative Creameries Association shall be used to the fullest extent possible.

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TRUC. GROWERS' ASSOCIATION BEING FORMED

Lettuce and celery growers in the Sanford, Fla., district, and nearby points, have taken active steps to form a cooperative association for the precooling and marketing of their crops.

Over 2,000 acres are represented in the membership agreement already signed by a majority of the growers in the district. It is expected that 75% of the acreage in the district will be under contract when the association begins operations. Two associations already operating in the Sanford district may be consolidated with the new organization.

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NEARLY ALL DIRECTORS OF TOBACCO GROWERS' ASSOCIATION RE-ELECTED

Members of the Tobacco Growers' Cooperative Association, Raleigh, N.C., have expressed their confidence in the management of the association by re-electing 17 out of 22 directors. Several of the directors expressed the desire to be released because of other business interests. In practically only three districts was there any contest in the election of directors. The membership has increased 35% since incorporation.

LOCAL COOPERATIVE JOINS DISTRICT ORGANIZATION

The Carey Cooperative Produce Association, Carey, Ohio, a local association of farmers for marketing cream and eggs, was merged, on May 1, 1922, into the North Central Ohio Cooperative Dairy Sales Association, which is a district organization covering eight counties of Northern Ohio, and having headquarters at Bucyrus.

The financial statement of the Carey Station of the North Central Ohio Cooperative Dairy Sales Association, for the period May 1, 1922, to December 1, 1922, shows that in the eight months the total sales were \$43,839, the quantity of butter fat handled was 89,326 pounds, and the number of eggs was 14,605 dozen.

Below are given receipts from sales and amounts paid to patrons for the chief items handled, also percentage paid to patrons:

	: Receipts from :	Paid to :	Per Cent Paid
	: Sales :	Patrons :	to Patrons
Butter Fat :	\$37,539 :	\$34,297 :	91.3
Eggs :	3,907 :	3,712 :	95.0
Poultry :	1,322 :	1,272 :	96.2

Net gain on operations for the eight months was \$1,956.62, of which \$953.39 was refunded to producers, and \$862.77 went to a debt fund reserve, leaving a net gain to surplus of \$140.46. The total net worth is given as \$1,069.23.

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A NEW YORK STATE FARMERS' STORE FAILS

After seven years of activity the Scipio Patrons' Supply Company, Merrifield, N. Y., went into voluntary bankruptcy in March of 1923. The company was organized as a grange store, members of the organization taking shares of \$10 each. As originally conducted stockholders were given a lower price than nonstockholders. Later an elevator business was added to the store business. The company handled wheat, and buckwheat, and shipped eggs, in addition to selling groceries, feeds, seeds, flour, fertilizers, farm machinery, shoes and dry goods. The business done in 1921 totaled about \$150,000.

During the examination of the officers, following the appointment of a trustee to wind up the business, the causes of the failure were brought out. It developed from the testimony that the organization was not well coordinated; that there was little definite placing of responsibility; that there was not sufficient division of labor; that the officers and directors failed to direct; that the volume of business was not sufficient for the capitalization and the overhead expense; that there was laxness in the employment of business methods; and that there was too generous extension of credit.

MISSOURI JOBBING ASSOCIATION REPORTS ON LAST YEAR'S WORK

The Farmers' Union Jobbing Association, Kansas City, Mo., reports that during 1922 it handled 3,242,500 bushels of wheat, of which 122 cars are still in storage and 2,580 cars have been consigned. Corn consigned amounted to 99 cars; other grain, 57 cars, hay, 306 cars; grain purchased and sold, 46 cars; hay purchased and sold, 3 cars; potatoes, 15 cars. One hundred twenty cars of twine were handled, 61 cars of salt, 191 cars of coal, and smaller numbers of cars of other supplies, making a total of 3,489 cars handled.

The financial statement of business transacted during the year is as follows:

Grain and Hay (Including storage wheat)	.\$4,356,266
Twine	186,340
Potatoes and Apples	7,450
Salt	12,200
Coal	55,390
Flour and Feeds	4,880
Tankage and Fertilizer	2,350
Machinery	69,829
Misc. (Local mdse., shipments, etc) . . .	13,629
	<u>\$4,708,335</u>

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LARGE NEW PLANT ERECTED FOR HANDLING PECANS.

An extensive and complete plant for handling pecans has been erected during the past year by the Albany District Pecan Exchange, Albany, Ga., said to be worth \$50,000. This company is a subexchange of the National Pecan Growers' Exchange, which also has its headquarters at Albany. The new plant has a capacity for handling and processing pecans from a radius of from one hundred to two hundred miles and will afford marketing facilities for a large section of the country until the smaller producing districts grow enough nuts to warrant local establishments of their own. All nuts will be marketed through the National Pecan Growers' Exchange which has its well-established brands, and its definite trade connections throughout the United States. A new charter under the cooperative marketing act of Georgia was recently secured by the National Exchange.

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FEDERATED FRUIT AND VEGETABLE GROWERS ISSUE PUBLICATION

"The Federated Review" is the title of the new house organ of the Federated Fruit and Vegetable Growers, 90 West St., New York City. The first number, dated June, 1923, is a mimeographed paper of 10 pages, containing items of news regarding activities of various associations.

TWO YEARS' WORK BY BROOM CORN GROWERS BRINGS RESULTS

Fifty-one cars of broom corn were marketed in the 1922 season by the Portales Cooperative Broom Corn and Warehouse Association, Portales, N. Mex., according to the State Market Agent for New Mexico. Each car contained eleven tons of brush. The average price received was \$187.60 per ton, and the highest price for any one ton was \$235. Organized in 1921 with very few members, the organization has carried on educational work and instructed growers regarding seeding, curing and baling. The 1922 crop was pulled at a certain stage and placed in curing houses instead of the former method of breaking the heads down to cure on the stalks. Previous to the organization of the association the brush was sold on the open market, often with only one buyer in the field. After two years' work by the association the 1922 season found 15 foreign buyers in the field and the crop was shipped to different factories from the Atlantic to the Pacific, the bulk going to the large Eastern factories. A recent drive for new members resulted in an increase of 70, bringing the membership to about 200. Preparations are being made for the erection of a warehouse for grading and storing the 1923 brush.

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CONSOLIDATION OF ARIZONA CREAMERIES PLANNED

Announcement is made in the Associated Arizona Producer that the Arizona Dairy Producers, Phoenix, Ariz., and the Maricopa Creamery Company, have approved a tentative agreement for the consolidation of the two companies. The creamery company agrees to manufacture and sell all the milk and milk products of the members of the dairy association. A merger of the creameries of the Salt River Valley is planned, with an option given to the Arizona Dairy Producers to purchase within four years the entire holdings of the merged company. This agreement, if ratified, will mean the consolidation of the creamery operations of the valley, and officials believe it will result in the elimination of duplications in the collection of milk and in the manufacture and sale of milk products, with a reduction of manufacturing costs and a steadying of markets. Another result anticipated as a result of the consolidation is the creation of an Arizona market for Arizona products.

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WOOL GROWERS SHIPPING SPRING LAMBS

The California Wool Growers' Association, San Francisco, Calif., in its Weekly News and Market Letter, dated May 22, reports that during the preceding week 460 decks of early lambs, about 64,000 head, were shipped east from 14 counties. This brings the total for the season to approximately 215,740 live lambs and 18,000 dressed. Shearing is still going on and little wool has changed hands. Fifty-five cents is the highest price reported received to date.